

Ready to start your project? Follow these 3 simple steps.

Step #1: Determine Eligibility

- Incentives are only available for electrical savings exceeding ASHRAE 90.1 2013 code
- The new construction/major renovation must meet one of the following definitions:
 - New building projects in which no structure or site footprint presently exists
 - Addition or expansion of an existing building or site footprint
 - Major tenant improvements that change the use of the space

Step #2: Information to Submit

- Signed Pre-Approval Agreement (pg. 2)
- Submit the completed worksheet (pg. 4)
- Scope of work (explanation of project, intended building use and hours of operation)
- Drawings — electrical/lighting and mechanical (if applicable):
 - Must be able to verify the square footage of applicable areas
 - Must be able to determine equipment type and locations
- Fixture schedule, mechanical schedule and COMcheck™ (if applicable)
- Equipment specification sheets (for lighting and any prescriptive measures)
- Itemized material and labor quote (if not possible, bid packet or AIA documents)
- Bid packet (if available)

Step #3: Get Your Incentive

Once your project is complete, it's time to request your incentive. Within 30 days of project completion, you must submit:

- Completed and signed Payment Approval Agreement (pg. 3)
- The itemized invoice(s) for materials and any applicable external labor costs
- A post-inspection is required

You can submit
your documents
one of three ways...

ONLINE
hometownenergysavers.com

FAX
517-203-0658

EMAIL
hometown@franklinenergy.com

Have questions? Call 517-316-7859

Pre-Approval Agreement

Please complete and submit this page, along with the appropriate worksheet(s) and quotes with model numbers from your contractor, ***before you begin your project.*** If you plan to install the equipment yourself (as opposed to hiring a contractor to do so), please submit a quote/proposal for the cost of the equipment from a supplier or distributor. If your project meets the pre-approval criteria, you will receive a letter indicating the funds have been reserved. You can then proceed with completing your project.

Name of Business		Phone	Email	
Mailing Address		City	State	ZIP Code
Installation Address		City	State	ZIP Code
Annual Hours of Operation	BWL Electric Account #		Taxpayer ID # (FEIN or Payee)	
Building Use (Please Check One): <input type="checkbox"/> Office <input type="checkbox"/> Retail <input type="checkbox"/> Warehouse <input type="checkbox"/> Restaurant <input type="checkbox"/> Grocery Store/Supermarket <input type="checkbox"/> New Construction <input type="checkbox"/> Manufacturing <input type="checkbox"/> Lodging <input type="checkbox"/> School (K-12) <input type="checkbox"/> School (College) <input type="checkbox"/> Healthcare Facility <input type="checkbox"/> Other/Miscellaneous				
How did you learn about the program? <input type="checkbox"/> My Utility <input type="checkbox"/> Utility Website <input type="checkbox"/> Mail/Bill Insert <input type="checkbox"/> Event <input type="checkbox"/> Contractor <input type="checkbox"/> Newspaper <input type="checkbox"/> Online				
Name of Supplier/Distributor		Contact Name		
Name of Installing Contractor		Contact Name		
Address		City	State	ZIP Code
Contractor Phone		Contractor Email		
Certifications and Signature I hereby certify that: 1. The information contained in this application is accurate and complete. 2. All rules of this incentive application have been followed. 3. I have read and understand the Terms and Conditions included with this document. I agree to verification of equipment installation which may include a site inspection by a program or utility representative. I understand that I am not allowed to receive more than one incentive from this program on any piece of equipment. I hereby agree to indemnify, hold harmless and release the utility from any actions or claims in regard to the installation, operation and disposal of equipment (and related materials) covered herein, including liability from any incidental or consequential damages.				
Customer Signature			Date Submitted	
Print Customer Name			Estimated Completion Date	

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Payment Approval Agreement

Please complete and submit this page, along with your itemized invoice(s), within 30 days of project completion.

Name of Business			
Total Project Cost		Total Incentives Requested	Pre-Approval Incentive Amount
Mailing Address		City	State
			ZIP Code
Installation Address		City	State
			ZIP Code
Print Name	Date	Installation Completion Date	
<p>Certifications and Signature I certify that I am an eligible Lansing Board of Water & Light (BW&L) electric utility customer and that the efficiency measures in this application were installed in this facility in 2021. I certify that I have read and complied with the Terms and Conditions of this application. By submitting this application, I understand that this facility may be inspected by employees or contractors/subcontractors of the BWL to verify installation of any and all measures applied for in this application and that the project follows all program guidelines.</p>			
Customer Signature (Must Be Same Person Who Signed Pre-Approval Agreement)			

OPTIONAL: Complete section below ONLY if incentive is to be paid to a third party other than the customer.

Make Payable To		Contact Name		Contact Phone	
Mailing Address		City	State	ZIP Code	
Taxpayer ID # (FEIN or Payee)		Tax Status (Please Check One): <input type="checkbox"/> Corporation <input type="checkbox"/> Tax Exempt <input type="checkbox"/> Individual <input type="checkbox"/> Other:			
Print Name			Date		
<p>Certifications and Signature I am authorizing the payment of the incentive to the third party named above, and I understand that I will not be receiving the incentive payment. I also understand that my release to a third party does not exempt me from the program requirements outlined in the Terms and Conditions.</p>					
Customer Signature (Must Be Same Person Who Signed Pre-Approval Agreement)					
I certify that I have read and complied with the Terms and Conditions of this application.					
Third Party Rebate Recipient Signature					

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Indoor Agriculture

Cannabis Grow Lighting

This measure application is for indoor cannabis grow facilities that operate year-round.

* Photosynthetic Photon Efficacy (PPE) $\geq 1.9 \mu\text{mol/J}$ and Power Factor ≥ 0.9 .

* New lighting must be UL listed.

* Minimum lifetime of 36,000 hours and minimum warranty of 5 years.

* HVAC reduction requires mechanical cooling year-round; no free cooling and must have new grow lights to be eligible.

New Facility Cannabis Grow Lighting (For new construction, expansion, or renovation)

Measure	Quantity	Incentive Per Fixture	Total Incentive
LED Cannabis Grow Lights, Seedling		\$250.00	
LED Cannabis Grow Lights, Vegetative		\$250.00	
LED Cannabis Grow Lights, Flowering		\$325.00	
HVAC Reduction due to conversion to LED lighting		\$60.00	

Existing Facility Cannabis Grow Lighting (For retrofit)

Measure	Existing		Proposed		Watts Reduced	Incentive per Watts Reduced	Total Incentive
	Quantity	Watts/Fixture	Quantity	Watts/Fixture			
LED Cannabis Grow Lights, Seedling						\$0.70	
LED Cannabis Grow Lights, Vegetative						\$0.70	
LED Cannabis Grow Lights, Flowering						\$0.70	
HVAC Reduction due to conversion to LED lighting						\$0.15	

Cannabis Grow Facility Dehumidification

* New or retrofit application excluding greenhouse installations

* Proposed unit must have an Energy Factor of 2.80 L/kWh or greater and be greater than 155 pints/day.

Measure	Quantity	Pint/Day Capacity	Incentive/Pint/Day	Total Incentive
Dehumidification of Indoor Horticultural facilities			\$3.50	

Incentive TOTAL: \$

Terms and Conditions

1. **Eligibility:** These incentives are offered by the Lansing Board of Water & Light (BWL) to commercial and industrial electric customers installing energy efficient equipment only. For questions regarding eligibility, call 517-316-7859.
2. **Incentive Offer:** Energy efficient equipment subject to incentive from BWL must be installed and operational by November 30, 2021. Applicant has 90 days from the date of the acceptance letter to complete the proposed project. Applications that are not completed within 90 days are subject to cancellation. Additionally, invoice(s) related to the equipment upgrade must be submitted to Hometown Energy Savers within 30 calendar days of installation (completion) and no later than November 30, 2021. Please keep a copy for your records. Incentives are calculated based on prescriptive incentive rates and shall not exceed the total cost of equipment, labor, and other associated project costs. New construction and major renovation projects can be reserved up to 18 months but will be reviewed annually. If project goes into new program year, all applications will be subject to the new incentive amounts for that program year. All Final Application paperwork must be submitted within 30 days from the end of construction.
3. **Project Documentation Requirements:** Customer will have to provide BWL with the documentation as listed in the instructions (page 1 and 10). If Customer does not provide the required project documents to the BWL at pre-approval and payment stages, the project may be disqualified from the program. The project may also be disqualified if pre-approval is not received, unless otherwise noted on the application.
4. **Energy Efficiency Improvement Qualifications:** Increased energy efficiency resulting from peak saving, demand limiting, or operating schedule changes does not qualify. To qualify, lighting equipment must have a planned minimum usage of 1,800 hours per year. Non-lighting equipment must have a planned minimum usage of 1,500 hours per year. If Customer's equipment does not meet required usage hours per year, an incentive cannot be offered. If Customer has questions or concerns about above qualifications, Customer may contact Hometown Energy Savers to discuss.
5. **Incentive Limit:** Prescriptive project applications may receive or cumulate a maximum of \$50,000 per electric meter (excludes new construction or major renovation) each calendar year. Incentives for measures can be up to the purchase price of a specific measure but shall not exceed the incentives set by the BWL for each measure on the application Worksheet(s). Custom project application may receive a maximum incentive of \$50,000 per electric meter each calendar year. Custom incentives are limited to 50% of the total project cost. A total annual customer cap of \$250,000 is applied to any one customer per calendar year, cumulating both custom and prescriptive applications if applicable as long as funds are available. All New Construction and Major Renovation is subject to a \$75,000 cap per customer per calendar year regardless of the quantity of meters or locations. This incentive cap is independent of the Custom and Prescriptive programs.

Compliance:

- a. All projects must comply with applicable federal, state and local laws.
- b. All equipment must be new or retrofitted with new components.
- c. The purchase and installation of used equipment is not eligible for incentives. Existing equipment must be removed and/or permanently disconnected.
- d. Equipment must meet specification requirements as defined in application Worksheets and Equipment Guidelines.
7. **Payment:** Approved Final Applications will receive payment within 6-8 weeks of signed payment approval. Incomplete applications will either delay payments or result in denial of application approval. The BWL reserves the right to refuse payment and disqualify Customer from participating in the program if the customer or their contractor violates any program Terms and Conditions. The qualified equipment must be installed and operating for the rated life of the product(s) or for a period of three (3) years from receipt of rebate, whichever is more. If the qualified equipment is removed or replaced with less efficient equipment, or if Customer ceases to be a customer of the BWL during the three (3) years, Customer shall refund a prorated amount of rebate dollars based on the time installed within thirty (30) days of receipt of notice from the BWL.
8. **Inspection:** Hometown Energy Savers staff may conduct inspection(s) of the project site to survey existing conditions and/or newly installed equipment.
9. **Publicity:** The BWL reserves the right to publicize Customer's participation in this program, unless Customer specifically requests in writing otherwise.
10. **Program Discretion:** Incentives are available on a first-come, first-serve basis. Incentive amounts and offerings are subject to change and/or termination without notice and at the discretion of the BWL.
11. **Participating Contractor Program:** Participating Contractors must adhere to standards of acceptable behavior and performance. Violation of these standards could result in removal from the program. Should an alleged violation occur, the contractor will be contacted.
12. **Disclaimers:** The BWL:
 - a. does not endorse any particular manufacturer, product, labor or system design by offering this program;
 - b. is not responsible for any tax liability imposed on the customer as a result of the payment of incentives. The BWL is tax exempt. Federal ID #38-600577;
 - c. does not expressly or implicitly warrant the performance of installed equipment or contractor's quality of work (contact your contractor for detailed warranties);
 - d. is not responsible for the proper disposal/recycling of any waste generated as a result of this project;
 - e. is not liable for any damage caused by the installation of the equipment and/or for any damage caused by the malfunction of the installed equipment.
13. **Indemnification:** Customer shall, to the fullest extent permitted by law, indemnify and hold harmless the BWL and the City of Lansing, and their officers, agents and employees harmless from and against all losses and litigation expenses arising out of or resulting from the performance of work hereunder and caused, in whole or part, by any act or omission of Contractor. The BWL shall further be entitled to all cost (which include both internal and external) incurred in the process of enforcing this or any other provision under this Agreement. This provision is not intended and is not to be construed as a waiver of the defense of governmental immunity otherwise available nor is it construed as a waiver of the defense of governmental immunity otherwise available nor is it intended to grant third party beneficiary status to any person or entity.
14. **Governing Law:** This agreement is construed in accordance with Michigan law, without regard to conflict of laws, provisions, and venue is in Ingham County, Michigan.
15. **Intellectual Property:** No rights in copyright, patents, trademarks, trade secrets, or other intellectual property are granted to contractor and/or subcontractor except as expressly provided under these Terms. Contractor and/or subcontractor will not register or use any mark and/or internet domain name that contains any BWL intellectual property.